

Fig. 1
(Prior Art)

FIG. 2 is a block diagram of a system 100 for processing data. The system 100 includes a database system 101, a LAN/WAN 51, 53, a user processing system 120, and a user interface 41. The database system 101 is connected to the LAN/WAN 51, 53, which is connected to the user processing system 120. The user processing system 120 includes a data extraction software 121, a data manipulation software 123, an analysis tool 300, a spreadsheet software 111, a database software 113, and a data deliverables 129. The user interface 41 is connected to the user processing system 120. The system 100 also includes a mouse 31 and a keyboard 29.

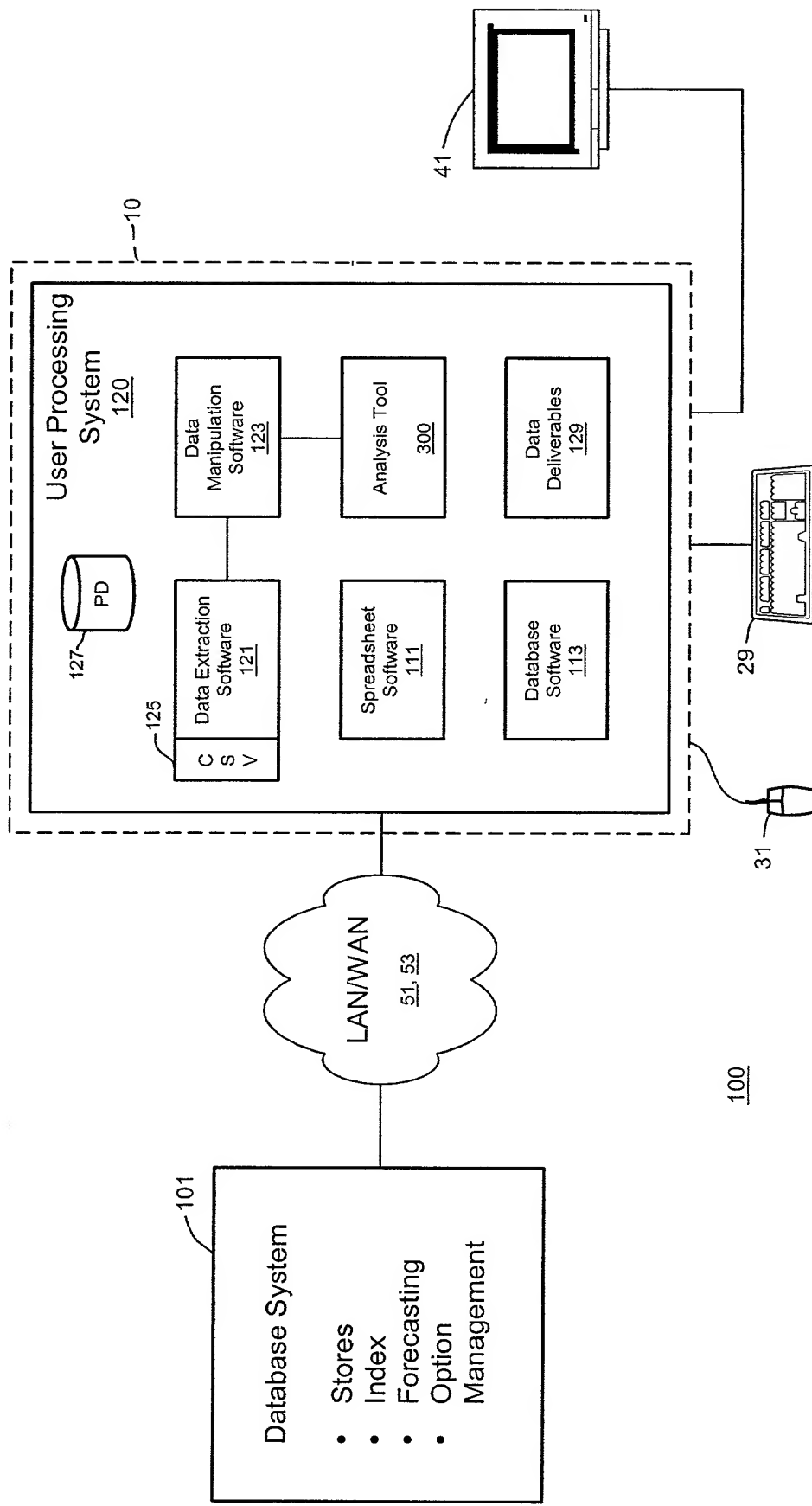


Fig. 2

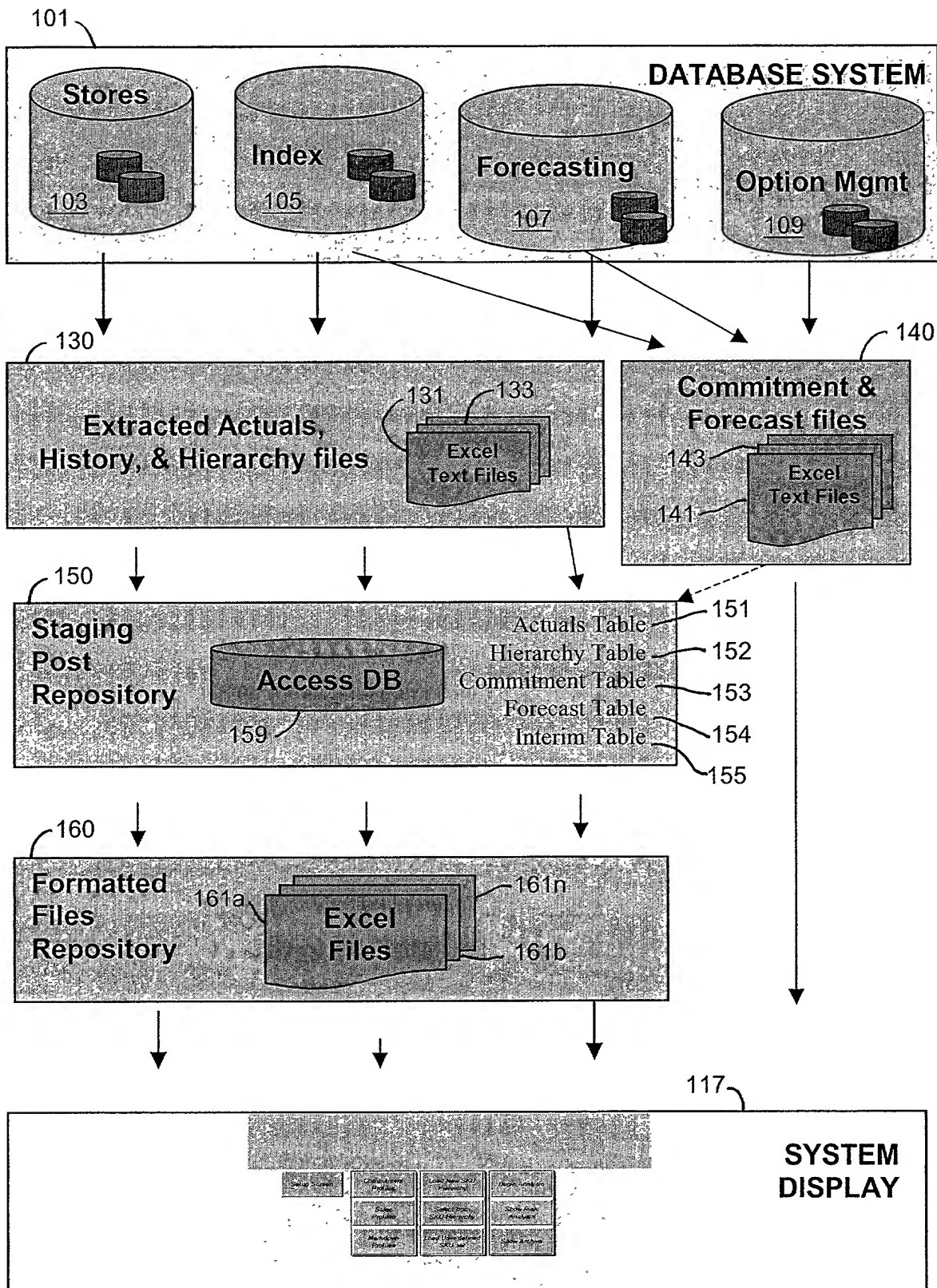


Fig. 3

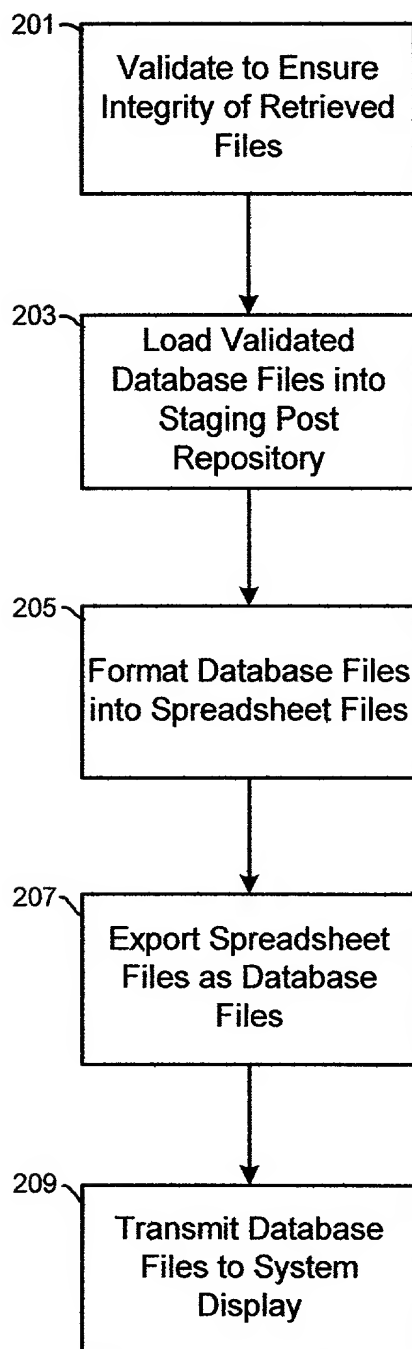


Fig. 4

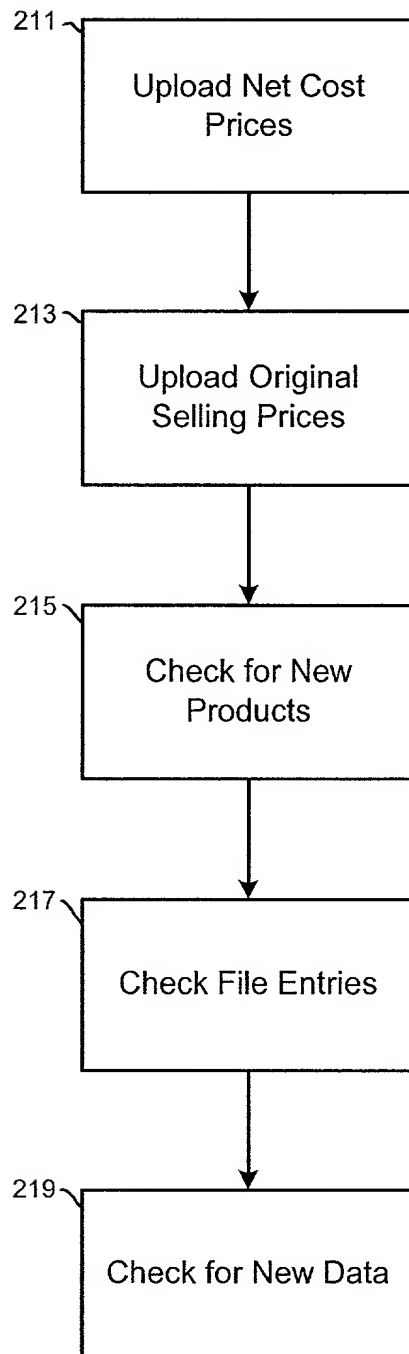


Fig. 5

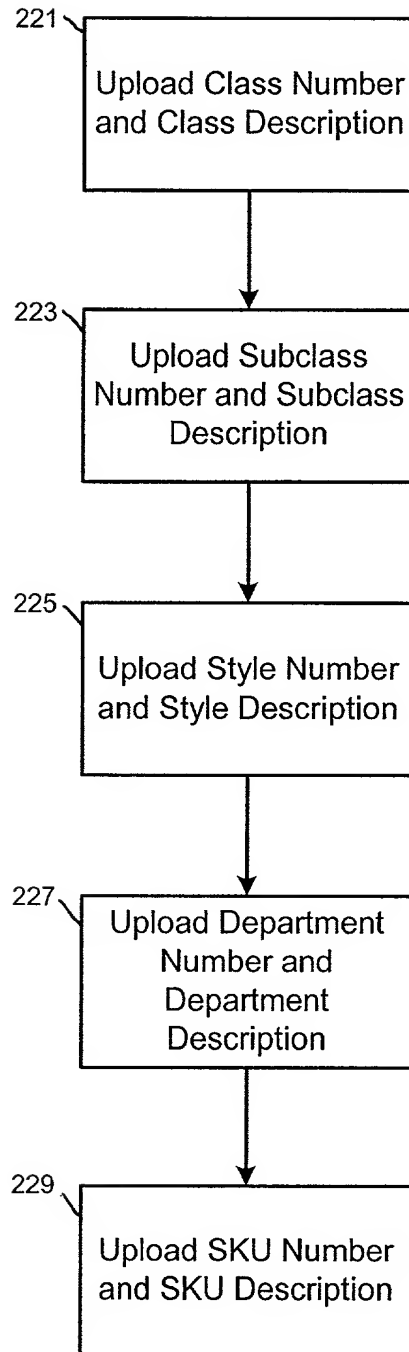


Fig. 6

Actuals File

Hierarchy File

CLANUM	CLADES	SKINUM	SKLDES	STYNUM	STYDES	OPTNUM	OPTDES	SKINUM	SKUDEDES
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	55400137	CLASSIC ACRY CREW	20310562	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	55400137	CLASSIC ACRY CREW	20310563	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310564	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310565	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310566	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310567	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310568	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310569	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310570	CLASSIC ACRY CREW

Fig. 7

Actuals File

4	SKINUM	COST	OSP	SOH	VAT	CONSTK	1	2	3	4	5	6...
4	20310562	5 8669	15	1679	17.5	250	421	343	203	119		
	20310563	5 8669	15	1488	17.5	1068	418	432	233	137		
	20310564	5 8669	15	1063	17.5	48	195	177	70	41		
	20550767	4 6924	15	2143	17.5	344	452	393	181	106		
	20550768	5 8669	15	2097	17.5	695	495	438	203	119		
	20550769	5 8669	15	1251	17.5	523	153	161	51	30		
	20550802	5 8264	15	1977	17.5	138	494	403	198	116		
	20550803	5 8264	15	2044	17.5	76	574	450	244	144		

Fig. 9

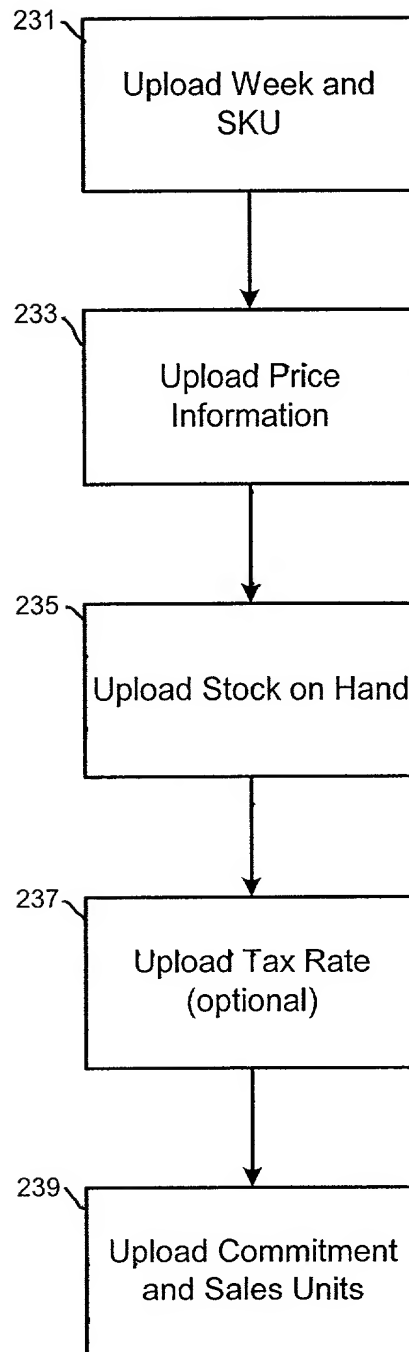


Fig. 8

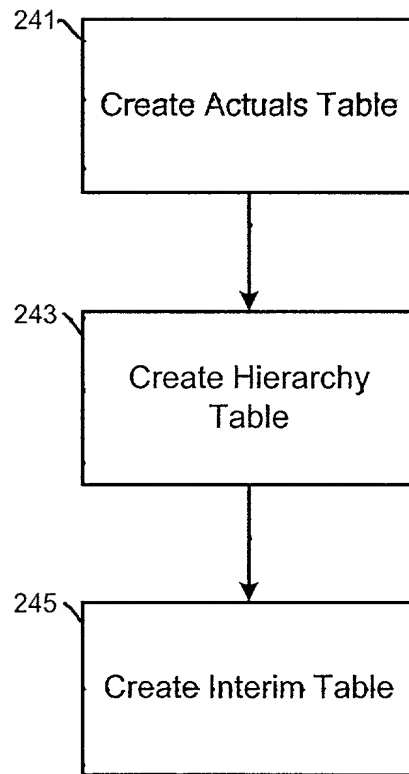


Fig. 10

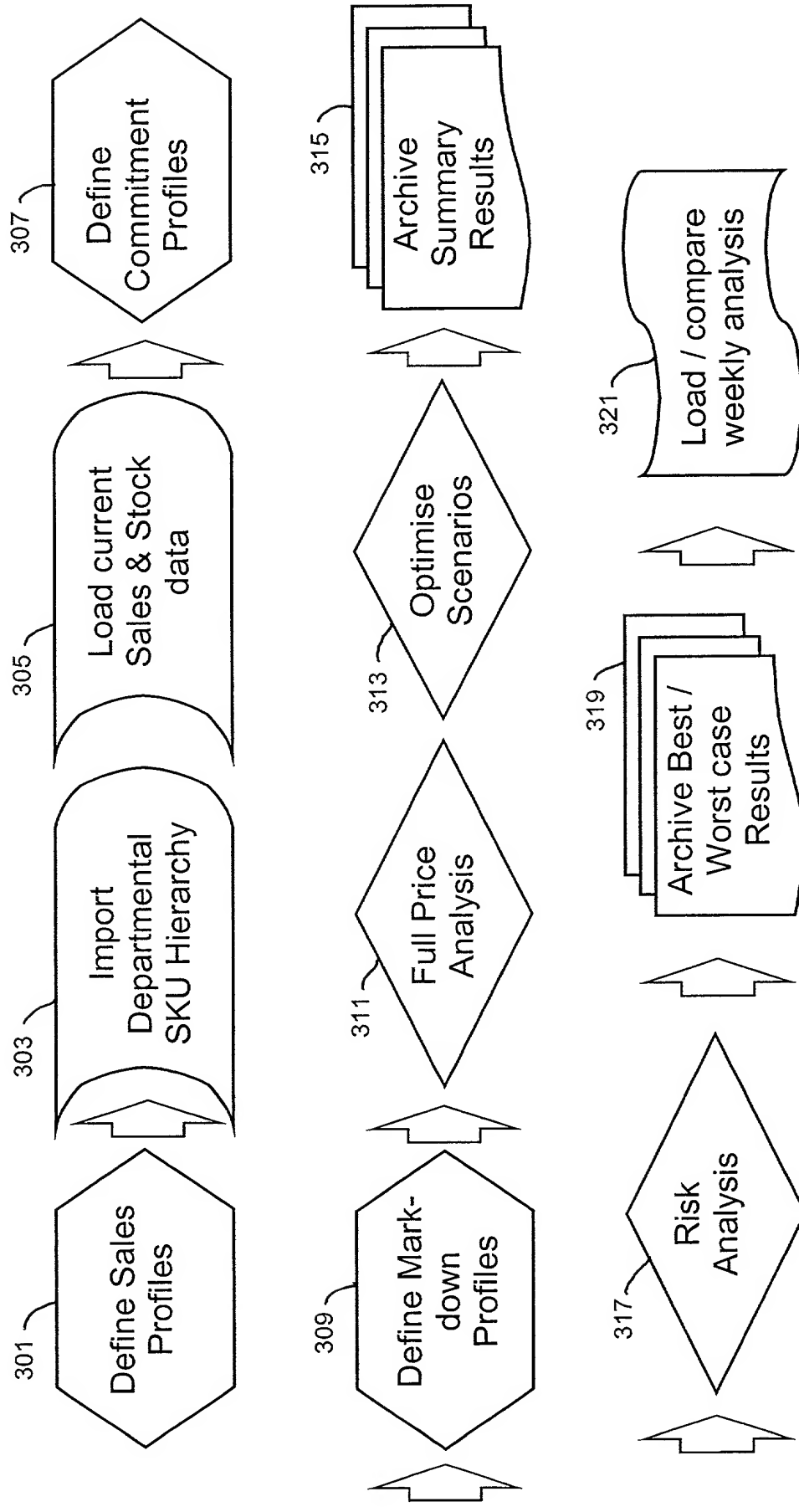


Fig. 11

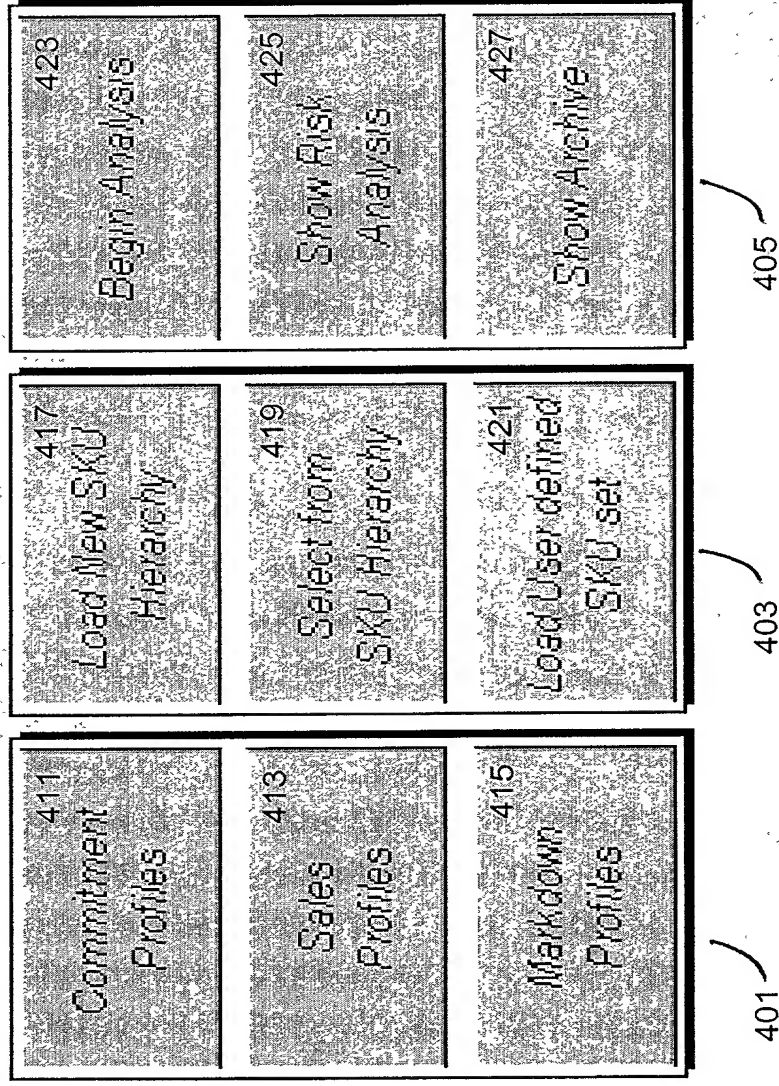


Fig. 12

FALSE

Sales Profiles

Name	Base Case	TRICEP BAR	SKIPPING ROPE	AEROBIC WEIGHTS	CAST DISCS	ABDOMINAL SER	EXERCISE MAT	HAND BARS	FISHING UMBRELLA	FREE WEIGHTS	RUCKSACK	FISHING NET
Number	1	2	3	4	5	6	7	8	9	10	11	12
1	100	68.0	192.0	118.0	99.0	123.0	84.0	100.0	8.0	171.0	139.0	91.0
2	100	82.0	181.0	127.0	126.0	129.0	92.0	125.0	11.0	182.0	142.0	75.0
3	100	103.0	197.0	125.0	115.0	169.0	66.0	117.0	29.0	204.0	142.0	89.0
4	100	80.0	191.0	118.0	129.0	126.0	67.0	133.0	25.0	216.0	163.0	77.0
5	100	78.0	222.0	111.0	99.0	144.0	61.0	115.0	27.0	221.0	139.0	93.0
6	100	78.0	185.0	128.0	122.0	125.0	55.0	135.0	22.0	201.0	103.0	69.0
7	100	58.0	174.0	113.0	127.0	145.0	102.0	123.0	18.0	207.0	77.0	67.0
8	100	76.0	138.0	105.0	108.0	120.0	126.0	118.0	31.0	177.0	104.0	81.0
9	100	69.0	148.0	134.0	116.0	151.0	142.0	125.0	30.0	210.0	82.0	78.0
10	100	90.0	125.0	143.0	90.0	140.0	134.0	134.0	46.0	181.0	103.0	60.0
11	100	79.0	127.0	137.0	82.0	121.0	105.0	132.0	93.0	176.0	93.0	54.0
12	100	78.0	151.0	126.0	135.0	160.0	83.0	94.0	61.0	190.0	99.0	35.0
13	100	70.0	127.0	94.0	98.0	177.0	77.0	128.0	75.0	189.0	82.0	65.0
14	100	77.0	190.0	121.0	84.0	221.0	89.0	130.0	80.0	208.0	119.0	54.0
15	100	67.0	157.0	102.0	85.0	244.0	70.0	160.0	84.0	228.0	121.0	72.0
16	100	82.0	183.0	134.0	122.0	318.0	102.0	134.0	94.0	214.0	135.0	80.0
17	100	89.0	196.0	143.0	145.0	394.0	109.0	144.0	108.0		160.0	94.0
18	100	94.0	208.0	152.0	176.0	473.0	116.0	152.0	124.0	244.0	188.0	111.0
19	100	96.0	213.0	157.0	195.0	537.0	119.0	157.0	149.0	250.0	204.0	121.0
20	100	94.0	209.0	153.0	213.0	554.0	117.0	153.0	153.0	246.0	214.0	127.0
21	100	101.0	223.0	163.0	255.0	636.0	125.0	165.0	192.0	263.0	253.0	151.0
22	100	84.0	187.0	136.0	256.0	648.0	105.0	138.0	250.0	220.0	230.0	136.0
23	100	50.0	111.0	80.0	87.0	264.0	61.0	81.0	182.0	130.0	75.0	43.0
24	100	70.0	154.0	113.0	91.0	207.0	87.0	114.0	165.0	181.0	87.0	51.0
25	100	77.0	168.0	123.0	88.0	173.0	94.0	124.0	138.0	197.0	91.0	54.0
26	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 13

Select SKUs	Class	Description	Sub Class	Style Number	Style Description	Option Number	Option Description	SKU Number	SKU Description
514	FOOD GIFTS	214	COOK SETS	351000	SIZZLER SE	3510004646	SIZZLER SET NO COLO SIZE	20898272	SIZZLER SET NO COLA NO SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027467	BOOK SETS INDIA	21019915	BOOK SETS INDIAN ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027468	BOOK SETS FREN	21019914	BOOK SETS FRENCH ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027476	BOOK SETS ITALI	21019913	BOOK SETS ITALIAN ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351005	TORTILLA W	3510054646	TORTILLA WARME	20989781	TORTILLA WARMERNO COLONE SIZE
514	FOOD GIFTS	214	COOK SETS	351006	BAMBOO S	3510064646	BAMBOO SATAY	20989937	BAMBOO SATAY SET NO COLONE SIZE
514	FOOD GIFTS	214	COOK SETS	351007	CHINESE DI	3510074646	CHINESE DIP SET	20989932	CHINESE DIP SET NO COLONE SIZE
514	FOOD GIFTS	214	COOK SETS	351009	NAAN SET	3510094646	NAAN SET NO CO	20989938	NAAN SET NO COLONE SIZE
514	FOOD GIFTS	214	COOK SETS	351012	THAI TRAY	3510124646	THAI TRAY NO CC	21003306	THAI TRAY NO COLONE SIZE
514	FOOD GIFTS	214	COOK SETS	351013	RICE STEAM	3510134646	RICE STEAMERIN	20989934	RICE STEAMERNO COLONE SIZE
514	FOOD GIFTS	214	COOK SETS	351014	GARLIC BOI	3510144646	GARLIC BOOK SE	21003302	GARLIC BOOK SET NO COLONE SIZE
514	FOOD GIFTS	214	COOK SETS	351184	CIABATTA:	3511849939	CIABATTA SET N	20875432	CIABATTA SET NO COLOURNO SIZE
514	FOOD GIFTS	610	CANT' COOK	351100	CHILLI HOT	3511004646	CHILLI HOT SAUCI	20989847	CHILLI HOT SAUCE NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351101	DOCTOR SC	3511054646	DOCTOR SCARY I	20989848	DOCTOR SCARY PICKLESNO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351102	BEER SOUF	3511024646	BEER SOUP NO C	20989849	BEER SOUP NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351103	FRIDAY NIG	3511034646	FRIDAY NIGHT CL	20989891	FRIDAY NIGHT CURRY NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351104	KILLER CHIL	3541014646	KILLER CHILLINO	20989892	KILLER CHILLINO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351105	COWBOY BI	3511054646	COWBOY BEAN S	20989860	COWBOY BEAN SOUP NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351106	WINE PIZZA	3511064646	VINE PIZZA NO CI	20989861	VINE PIZZA NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351107	MEGA COFI	3511144646	MEGA COFFEE NO	20989892	MEGA COFFEE NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351108	DRINK MIX	3511084646	DRINK MIX NO CO	20989893	DRINK MIX NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351108	DRINK MIX	3542054646	DRINK MIX B. MARY	21042549	DRINK MIX B. MARY ONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351110	HOT TOMA	3511104646	HOT TOMATO E S.	20989895	HOT TOMATO SAUCE NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351111	CHILLI BEEF	3511114646	CHILLI BEER & NU	21009048	CHILLI BEER & NUTS NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351112	BREAKFAST	3557104646	BREAKFAST CER	21020258	BREAKFAST CEREAL NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351113	SAUCE-CHI	3518174646	SAUCE-CHICKEN	21020260	SAUCE-CHICKEN NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351114	SAUCE-BUF	3545024646	SAUCE-BURGERI	21020262	SAUCE-BURGER NO COLONE SIZE
514	FOOD GIFTS	610	CANT' COOK	351258	CHILLI HOT	3512589939	CHILLI HOT SAUCI	20875546	CHILLI HOT SAUCE NO COLOURNO SIZE
514	FOOD GIFTS	611	UMBRIA	351201	SALAD DRE	3512014646	SALAD DRESSING	20989896	SALAD DRESSING KIT NO COLONE SIZE
514	FOOD GIFTS	611	UMBRIA	351202	OIL & VINEG	3512024646	OIL & VINEGAR R	20989897	OIL & VINEGAR RACK NO COLONE SIZE
514	FOOD GIFTS	611	UMBRIA	351203	OLIVES & DI	3512034646	OLIVES & DISH SE	20989898	OLIVES & DISH SET NO COLONE SIZE
514	FOOD GIFTS	611	UMBRIA	351204	ITALIAN BA	3512044646	ITALIAN BASKET I	20989899	ITALIAN BASKET NO COLONE SIZE
514	FOOD GIFTS	611	UMBRIA	351205	SPAGHETT	3512054646	SPAGHETTI JARI	20989897	SPAGHETTI JAR NO COLONE SIZE
514	FOOD GIFTS	611	UMBRIA	351206	LAYERED P	3512067375	LAYERED PULSES	21000157	LAYERED PULSES TALL ONE SIZE

Fig. 14

450

Analysis Functions	Sort Options	Level up Level down	Back	Base Analysis											
				Taken from hierarchy											
SKU number SKU description				Net Cost (unit)	DSP (unit)	VAT (%)	S.O.H (units)	SALES adjusted actuals	SALES last week actuals	Contracted Stock (inc SOO)	Profiles Commit -ment Sales	Option 1 Re-Buy Profile	Option 2 Re-Buy Profile	Option 3 Re-Buy Profile	
20888272				632	1200	14.0	2080	1080.4	332	2400	11	11			
21019816				377	700	0.0	3738	262.9	297	2724	11	11			
21019914				377	700	0.0	3079	212.8	205	1239	11	11			
21019910				377	700	0.0	3939	327.6	320	2523	11	11			
20893781				730	1400	11.0	1028	232.2	278	1788	11	11			
20888937				412	800	9.2	1019	186.2	188	702	11	11			
20888932				602	1000	17.5	2336	288.5	348	144	11	11			
20888938				527	1200	10.0	736	72.6	74	131	11	11			
21003306				755	1500	8.1	1359	204.8	205	245	11	11			
20888934				686	1200	15.0	1016	323.6	373	174	11	11			
21003302				482	900	0.0	3103	434.7	384	373	11	11			
20876492				645	1200	0.0	170	8.1	0	0	11	11			

451

453

455

457



Fig. 15

Options	Level up Level down		Back	Weekly Sale		SKU number	SKU description	Sales Profile	Profile	Re-Buy	460																														
	467																																								
Weekly Sale												Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	Week 20	Week 21	Week 22	Week 23	Week 24																			
2088272						11	1	3500			1262	1406	1806	1802	1627	1627	1627	1627	1627	1627	1627	1627																			
21013916						11	5				568	581	380	438	1189	1189	1189	1189	1189	1189	1189	1189																			
21013914						11	5				460	470	316	355	982	982	982	982	982	982	982	982																			
21013913						11	5				708	724	487	517	1481	1481	1481	1481	1481	1481	1481	1481																			
2088781						11	5				341	380	434	487	413	413	413	413	413	413	413	413																			
2088837						11	1				182	203	232	281	221	221	221	221	221	221	221	221																			
2088832						11	1				311	347	386	415	327	327	327	327	327	327	327	327																			
2088838						11	1				85	94	108	121	103	103	103	103	103	103	103	103																			
21003306						11	1				238	266	304	342	289	289	289	289	289	289	289	289																			
2088834						11	1	1500			378	421	481	540	457	457	457	457	457	457	457	457																			
21003302						11	1				508	565	616	725	614	614	614	614	614	614	614	614																			
20875492						11	1				9	10	12	13	11	11	11	11	11	11	11	11																			
												461										463										465									

Fig. 16

Commitment Profiles

Name Number	Test	TRICEP BAR	SKIPPING ROPE	AEROBIC WEIGHTS	CAST DISCS	ABDOMONI SER	EXERCISE MAT	HAND BARS	FISHING UMBRELLA	FREE WEIGHTS	RUCKSACK	FISHING NET
1	1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
5	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
7	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
11	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
12	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
13	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
14	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
15	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
16	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
17	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
18	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
19	1	0.0	0.0	0.0	0.0	0.0	0.0	430.0	700.0	0.0	270.0	0.0
20	0	0.0	0.0	9.0	1610.0	0.0	0.0	0.0	0.0	0.0	0.0	760.0
21	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
22	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
23	0	430.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
24	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
25	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
26	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 17

480

Markdown Profile											
Full Price			Promotion			Clearance			Reprice		
1			2			3			4		
Name	Number	Fixed Cost	Type	Price (-ve)	Sales (+ve)	SCM?	Price (-ve)	Sales (+ve)	SCM?	Price (-ve)	Sales (+ve)
1				0	0		0	0		0	0
2				0	0		0	0		0	0
3				0	0		0	0		0	0
4				0	0		0	0		0	0
5				0	0		5	10		0	0
6				0	0		0	0		0	0
7				0	0		10	13		0	0
8				0	0		0	0		0	0
9				0	0		15	15		0	0
10				0	0		0	0		0	0
11				0	0		20	18		0	0
12				0	0		0	0		0	0
13				0	0		0	0		0	0
14				0	0		0	0		0	0
15				0	0		0	0		0	0
16				0	0		0	0		0	0
17				0	0		0	0		0	0
18				0	0		0	0		0	0
19				0	0		20	18	y	50	50
20				0	0		20	18		50	50
21				0	0		0	0		50	50
22				0	0		0	0		50	50
23				0	0		0	0		50	50
24				0	0		0	0		50	50
25				0	0		0	0		0	0
26				0	0		0	0		0	0
27				0	0		0	0		0	0
28				0	0		0	0		0	0

Fig. 18

Analysis Functions	Sort Options	Level up	Level down	Back												
					Option 1	Option 2	Option 3	Sales @ DSP	Markdown / Reprice Cost	Actual Sales inc VAT	Net Cost Price Value	Option 1 Profit post Markdown	Units Sold	Residual Stock	Clearance Markdown in Stock	Total Stock Deficit
SKU number	SKU description	Profile	Re-Buy	Profile	Re-Buy	Profile	Re-Buy	Profile	Re-Buy	Profile	Re-Buy	Profile	Re-Buy	Profile	Re-Buy	Profile
20388272	SIZZLER SET NO COLO	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
21018915	BOOK SETS INDIAN ONES	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
21018914	BOOK SETS FRENCH ON	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
21018910	BOOK SETS ITALIAN ONE	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
20998781	TORTILLA WARMER MO	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
20998937	BAMBOO SATAY SET NO	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
20998932	CHINESE DIP SET NO CO	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
20998938	NAAN SET NO COLO ONE	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
21003306	THAI TRAY NO COLO ONE	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
20998904	RICE STEAMER NO COLO	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
21003302	GARLIC BOOK SET NO CO	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
20875492	DIABATTA SET NO COLO	1	0	2	2	2	2	2	2	2	2	2	2	2	2	2
503	505	511a	511b	513a	513b	515a	515b	521	523	525	527	529	529	529	529	529
Hierarchy level number/description					Output KPIs, including profit, sales, cost of markdown and residual stock											

Fig. 19

550

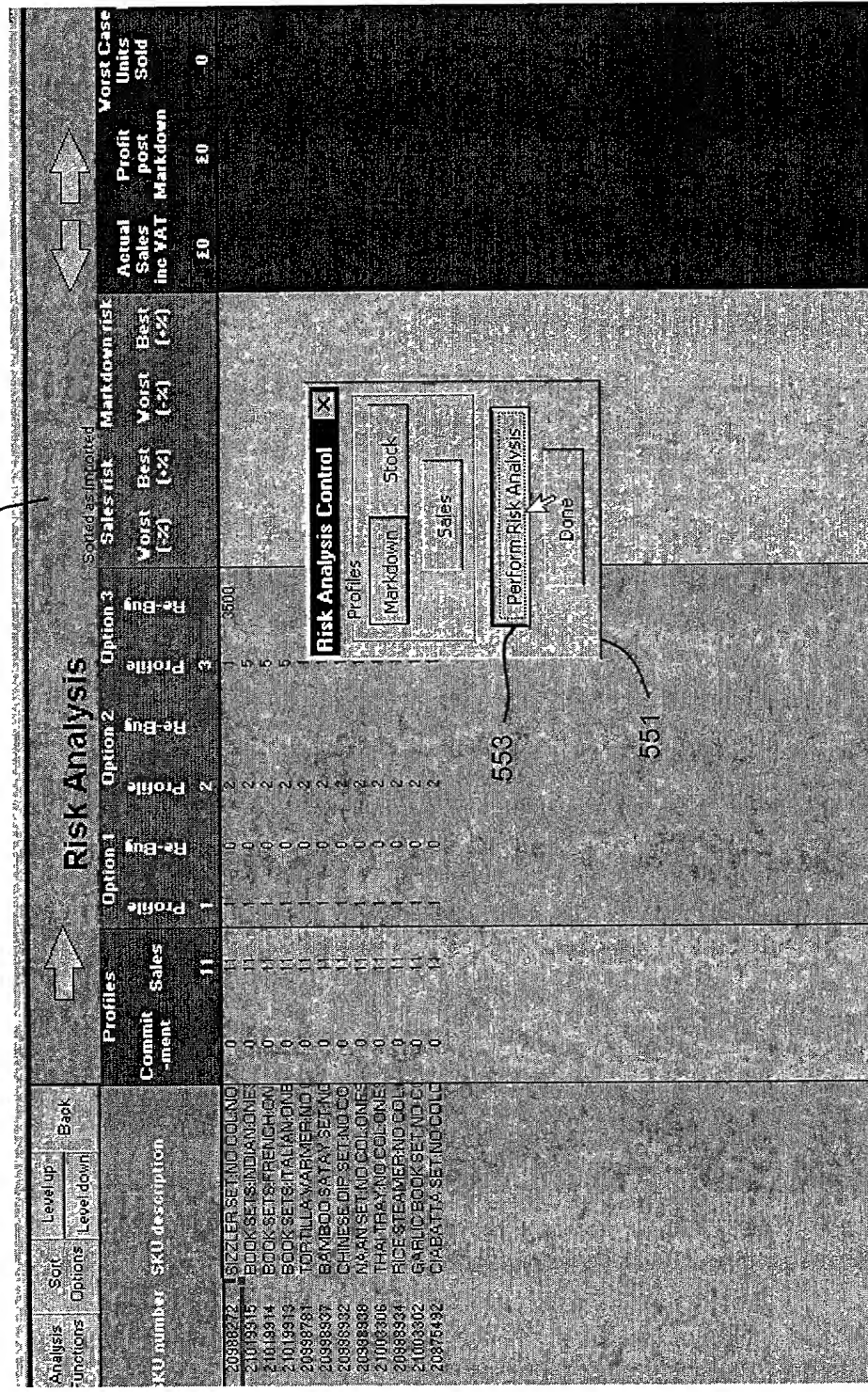


Fig. 21

570

557

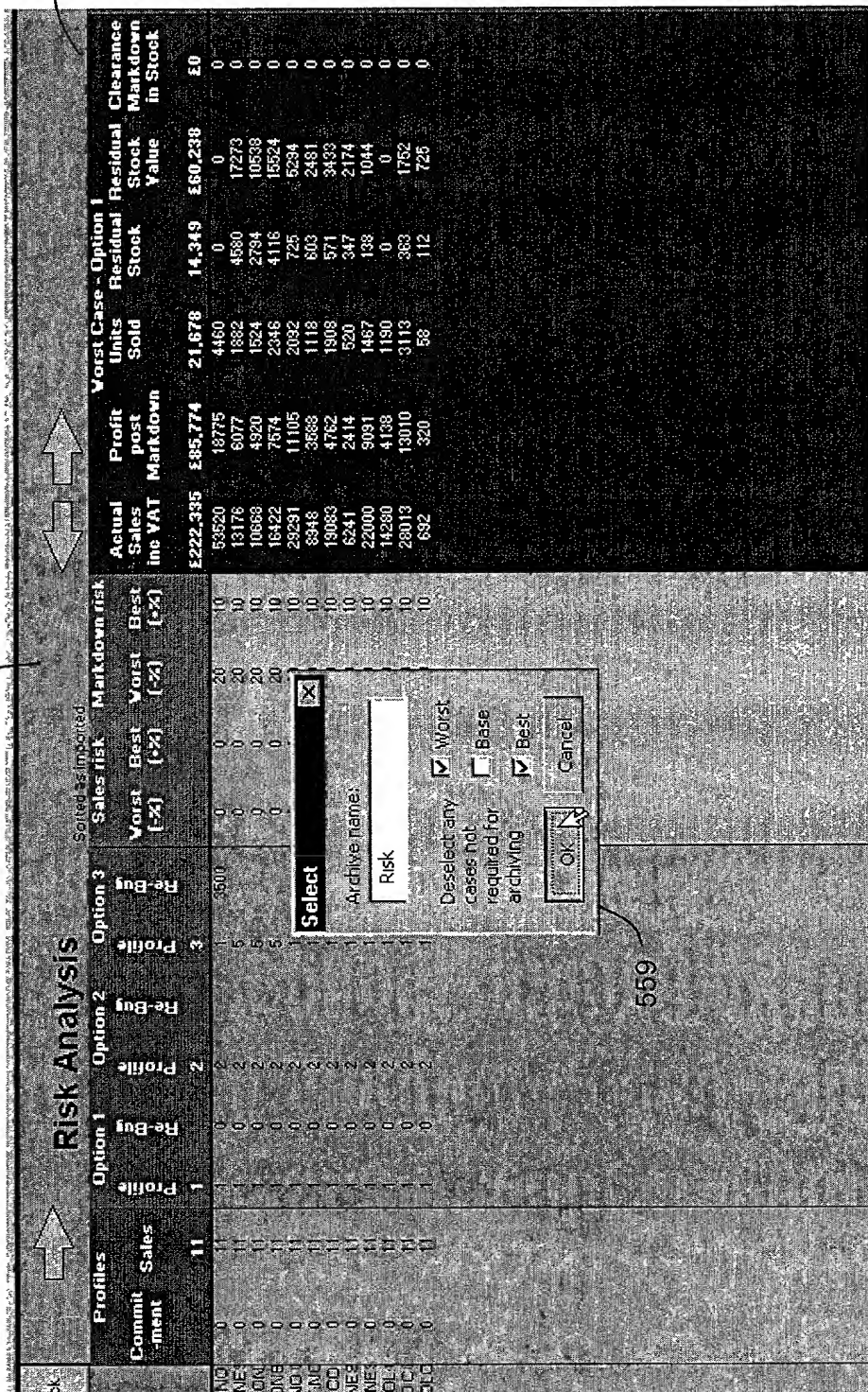


Fig. 23

Options	Scenarios	Demo			Demo			Risk			Risk			560
		1	2	3	1	2	3	1	2	3	1	2	3	
OSP	Original Selling Price (£)	222335	269689	304633	222335	269689	304633	222335	264458	298741	222335	272305	307578	563
	Markdown/Reprice (£)	0	40285	18622	0	40285	18622	0	37669	16318	0	41593	19773	
Markdown	Markdown / Reprice (% OSP)	0.0	14.9	6.1	0.0	14.9	6.1	0.0	14.2	5.5	0.0	15.3	6.4	561
	Actual Sales inc VAT (£)	222335	229404	286011	222335	229404	286011	222335	226789	282424	222335	230712	287805	
Actual	Actual Sales inc VAT (% OSP)	100.0	85.1	93.9	100.0	85.1	93.9	100.0	85.8	94.5	100.0	84.7	93.6	565
	VAT (£)	17336	17702	23929	17336	17702	23929	17336	17640	23929	17336	17733	23929	
Sales	Actual Sales exc VAT (£)	204999	211702	262082	204999	211702	262082	204999	209148	258495	204999	212979	263876	
	Actual Sales exc VAT (% OSP)	100.0	84.8	93.4	100.0	84.8	93.4	100.0	85.5	94.1	100.0	84.4	93.0	
Cost	Net Cost Price (£)	119225	144632	163633	119225	144632	163633	119225	141903	160453	119225	146086	165221	
	Net Cost Price (% OSP)	58.2	57.9	58.3	58.2	57.9	58.3	58.2	58.0	58.4	58.2	57.9	58.2	
Cost	Contingency Cost (£)	0	0	0	0	0	0	0	0	0	0	0	0	
	Promotional Expense (£)	85774	67010	98449	85774	67010	98449	85774	67245	98036	85774	66893	98656	
Profit	Profit post Markdown (£)	42	27	35	42	27	35	42	27	36	42	27	35	
	Profit post Markdown (% OSP)	0	0	0	0	0	0	0	0	0	0	0	0	
CMS	Clearance Markdown in Stock (£)	41.8	42.1	41.7	41.8	42.1	41.7	41.8	42.0	41.6	41.8	42.1	41.8	
	Buying Margin (%)	21678	26945	30290	21678	26945	30290	21678	26251	29448	21678	27292	30711	
Index	Sales (units)	14349	9082	10737	14349	9082	10737	14349	9776	11579	14349	8735	10316	
	Residual Stock (units)	7	7	7	7	7	7	7	7	7	7	7	7	
Units	Weeks	0	0	5000	0	0	5000	0	0	5000	0	0	5000	
	Extra Buy (units)	1	2	1	1	2	1	1	Base Case	Base Case	1	Base Case	Base Case	
Scenario	Most frequent profile (number)	100	100	75	100	100	75	75	0	0	75	0	0	
	Most frequent profile (name)	Base Case	clear P13	Base Case	Base Case	clear P13	Base Case	Best Case	Opt 3	ed as imported	Best Case	Opt 3	ed as imported	
parameters	% of SkUs applied to	100	100	75	100	100	75	75	0	0	75	0	0	

Fig. 24

FIG. 25 is a bar chart showing the composition of original selling price and profit post markdown for various options.

570

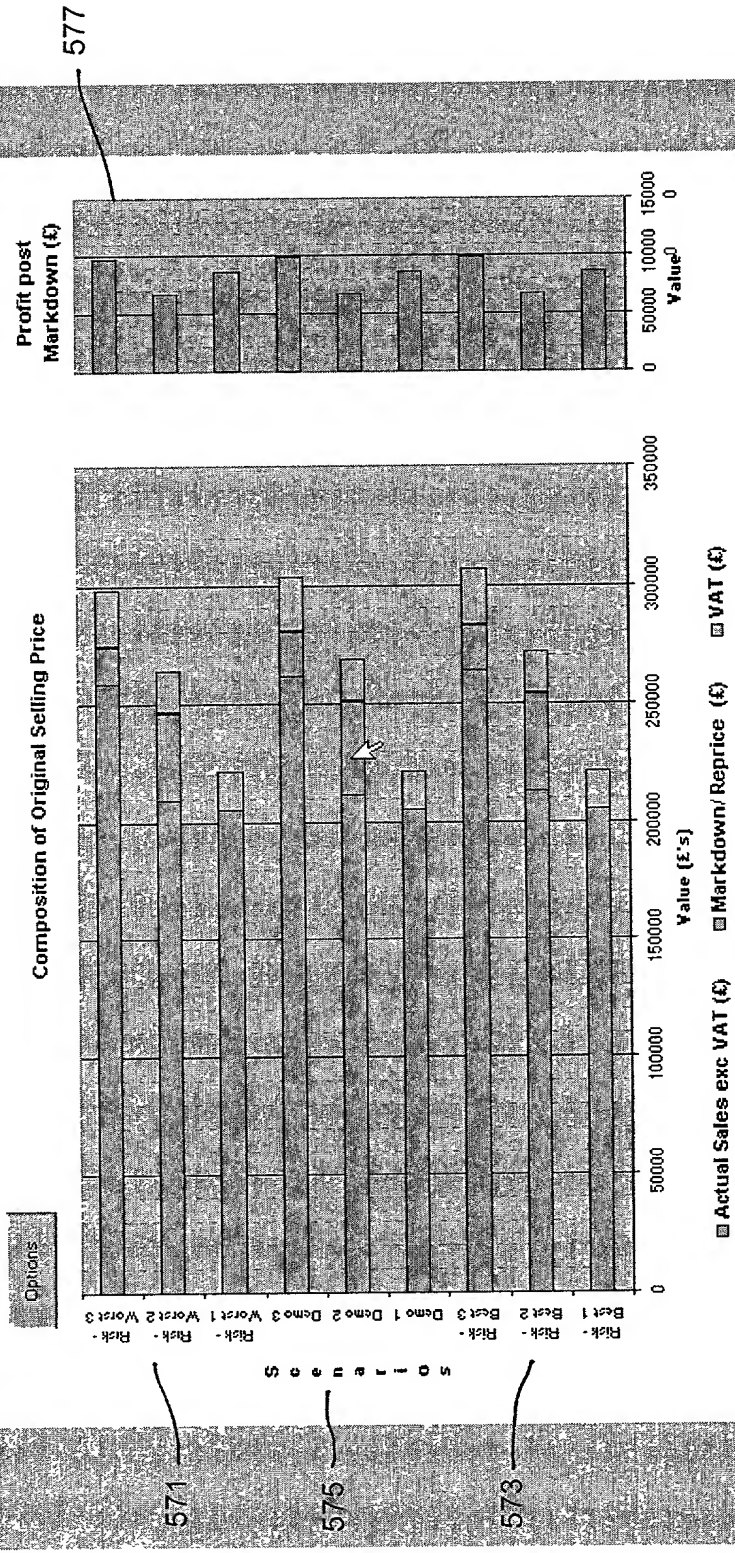


Fig. 25

Options	SKU number	SKU description	Weekly Sale		Sales Profile	Re-Buy	Week 11	Week 12	Week 13	Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	Week 20	Week 21	Week 22
			Level Up	Level Down														
	20988272	SIZZLER SET NO COL NO			11	3500									1262	1405	1605	
	21018915	BOOK SETS:INDIAN ONE			11										562	531	330	
	21018914	BOOK SETS:FRENCH ON			11										460	470	316	
	21018913	BOOK SETS:ITALIAN ONE			11										108	721	487	
	20988781	TORTILLA WARMER NO			11										341	380	434	
	20988337	BAMBOO SATAY SET NO			11										182	209	232	
	20988332	CHINESE DIP SET NO CO			11										311	347	396	
	20988338	NAAN SET NO COL ONES			11										85	94	108	
	21003206	THAI TRAY NO COL ONES			11										289	368	304	
	20988334	RICE STEAMER NO COL			11	1500									378	421	481	
	21003302	GRAND BOOK SET NO CO			11										608	565	646	
	20876492	CIABATTA SET NO COL			11										18	10	12	

Options

☒ Import weekly actuals
 ☐ Plot weekly comparison

601a

601

Fig. 26

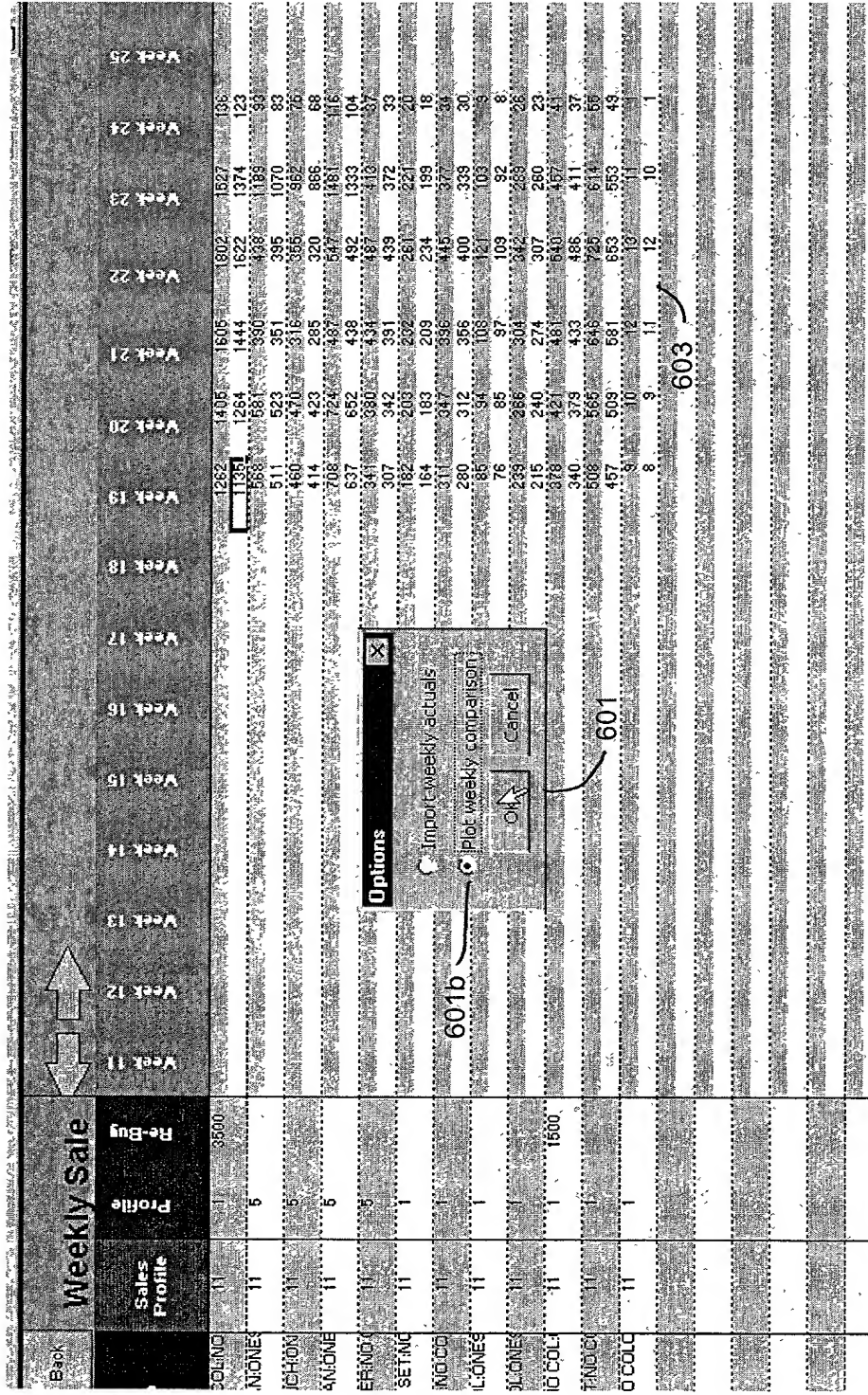


Fig. 27

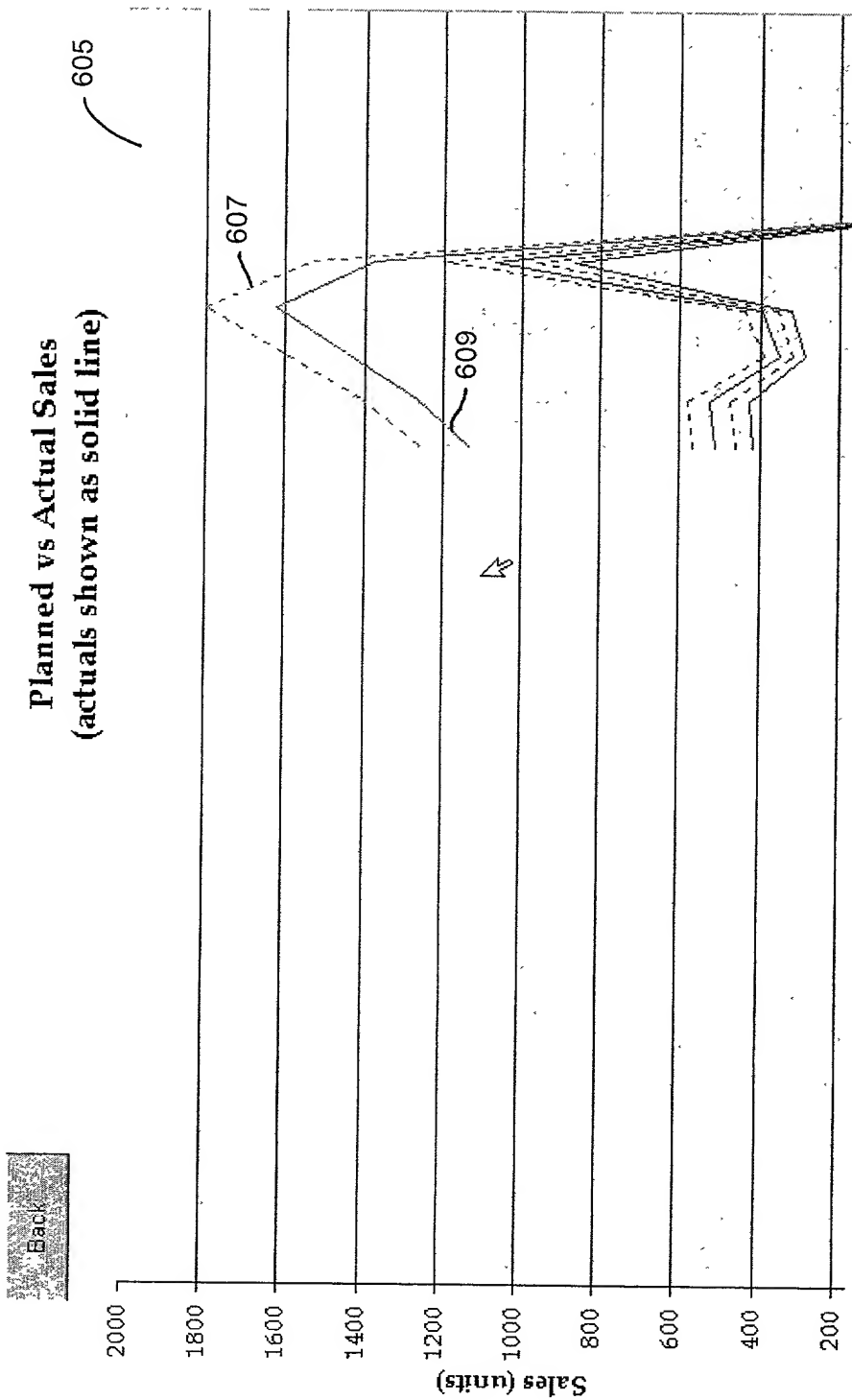


Fig- 28

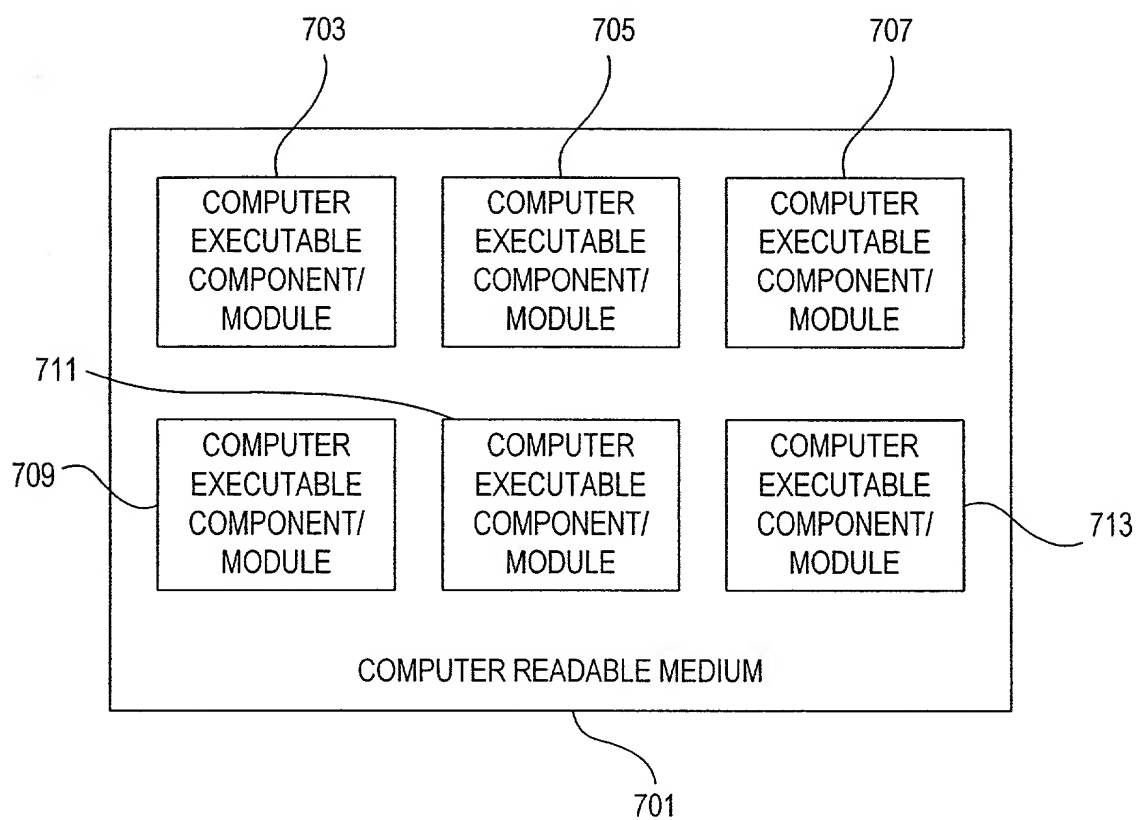


FIG. 29